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Vol. VI. No. 23. NEW-YORK, Saturday, December 5, 1874. WHOLE No. 151.

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NOTICE.

THE insertion of a report of the Philadelphia meeting has necessitated a delay in issuing this number, for which the interest felt in that meeting will be sufficient apology, we trust.

The Philadelphia Trade Meeting.

Pursuant to a call signed by Claxton, Remsen & Haffelfinger, Porter & Coates, and other leading Philadelphia firms, a large meeting of the Philadelphia book-dealers was held in the private parlor of the St. Cloud Hotel, Thursday, 3d December, at 11 o'clock. About thirty gentlemen were present, with them Messrs. Randolph, Dodd, and W. S. Appleton, the Committee of the Central Bookseller's Association, and others from New-York, and Mr. Cushing of Baltimore. Mr. Randolph arrived in Philadelphia the day before, and, with Mr. Cushing, had consultations with Mr. J. B. Lippincott and others of the Philadelphia trade.

The meeting being called to order, Mr. Henry C. Lea was chosen chairman, and Mr. Coates secretary. Mr. Randolph was then called upon to take the floor, and he addressed the meeting at some length, showing how the present system was utterly destroying the local bookseller. He cited what he had himself seen at Amherst, where one of the oldest businesses in the country failed to pay a decent living, although in a place which contained a college, an agricultural college, and a young ladies' seminary, because private buyers all through these institutions were given as good if not better terms than the bookseller himself. In illustrating to what pass the system of discounting had come, he told the story of the young lady who asked in a bookstore what the discount to ministers was. "Why, are you a minister?" asked the astonished salesman. "No, but I'm engaged to one," returned she Mr. Randolph concluded by showing that this reform proposed to protect the local bookseller in his custom, and by strengthening him to strengthen the publisher

Mr. Cushing, of Baltimore, was then called upon by the Chairman to address the meeting, and he made a brief speech, in which, in remarkably clear, compact, and logical shape, he set forth the proper relations of the different

departments of the trade. He showed how the highest prosperity of the trade-centres was identified with the success of local booksellers, and alluded to the educational mission of the bookseller, which made this reform of public as well as of trade importance. Mr. Cushing won golden opinions by his manly and forcible address.

Mr. Dodd and Mr. Appleton, of the Committee, were also called upon, and expressed themselves briefly, the latter moving a recess of ten minutes for the signing of the paper submitted, which had been read by the Secretary at the close of Mr. Randolph's address.

This motion was waived, however, to admit of a more general discussion, when a novel interpretation of the document signed by the New-York and Boston trade was made by the Chairman, who suggested that it permitted 20 per cent discount to any buyers, large or small. This aroused considerable discussion, which was participated in by Messrs. Blakiston, Black, Griffiths, Claxton, Randolph, Cushing, and others. It was stated that the document, as signed by the New-York and Boston houses. was clearly understood to restrict discounts to the classes named in the document, other buyers outside the trade to be held to retail prices. One of the debaters said that Philadelphia was anxious for this reform, but it was necessary to know definitely what the document in question. meant. He said that retail prices were really not known in Philadelphia, books being sold over the counter regularly at 20 to 25 off; if this document simply limited discounts to 20 per cent, it only made an improvement of five per cent; if it made a return to retail prices, that desirable object should be thoroughly understood. On motion, therefore, a note was added to the document, previous to being signed by the Philadelphia trade, restricting discounts to the classes named, and holding all other buyers outside the trade to catalogue retail prices. Mr. Blakiston discussed the question of medical books, and Mr. Challen spoke of the present measure as an opening wedge for the return of the trade to a true business basis.

A motion for a recess of ten minutes was then carried, during which the inner man got the better of the bookseller in several gentlemen and spirited them off to dinner, and they were no more seen. The document was, however, signed on the spot by half a score of the leading houses of the city, including Claxton, Remsen & Haffelfinger, Porter & Coates, the American Sunday-school Union, the Presbyterian Board of Publication, and other societies and firms, on the understanding that the agreement was to hold from the 1st January, on being signed generally by the principal houses of Philadelphia. Mr. Lea declined to sign the document, although thoroughly in unison with the reform movement, because he had always held himself to the much higher rule of making no discounts whatever outside the trade, and referring retail customers, as far as possible, to the retail bookstores, and he didn't care to make confession of what he hadn't done by affixing his name to the document. On the re-assembling of the meeting, Messrs. Remsen, Black, and Blakiston were appointed a committee to solicit the signatures of those not present during the recess, and after a vote of thanks to Mr. Randolph and other visiting members of the trade, the meeting adjourned.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk: Authors' and Subscription Books, or Books published at net prices, with two asterisks.

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—David Swan, by N. Hawthorne;—Dreamthorp, by Alexander Smith; A Bachelor's Revery, by D. G. Mitchell;—
The Grammar of Life, by B. F. Taylor;—My Chateaux,
by G. W. Curtis;—Dream Children, by Charles Lamb;—
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Routledge.	Barnard C (142) Camilla as c . pap so c Loring

Babes in the Wood. See De Mille, J.

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Dramas and Dramatic Scenes. Edited by W. H. Venable. Illustr. by Farny. 12°, pp. 336. (Dec. 10.)

Publishers' First Announcements.

From the New-York Commercial Advertiser, for the two weeks ending Nov. 30.

NOVEMBER 18.

Scribner, Armstrong & Co.:—By special arrangement with the English publishers, Holy Bible, Handy Volume Edition, in eleven small vols., uniform with the "Handy Volume Shakespeare," etc.—The Fantastic History of the Celebrated Pierrot, by Alfred Assolant, transl. by A. G. Munro, with 100 illustr., cr. 8°.

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NOVEMBER 19.

James R. Osgood & Co.:—For immediate publication from advance sheets, The Vatican Decrees in their Bearing on Civil Allegiance; a Political Expostulation, by the Right Hon. W. E. Gladstone.

NOVEMBER 20.

Henry Holt & Co.:—A Translation of Berlioz's Autobiography and Grotesque de la Musique.—Supernatural Religion (first announced July 18).—Tenney's Life of Balfe.—Mrs. Judith.—Campbell's Outlines of Austin on Jurisprudence.—Flaubert's Madame Bovary.—Malot's

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Scribner, Armstrong & Co.:—The Life and Epistles of St. Paul, by Thomas Lewin, Esq., M.A., F.S.A., of Trinity College. Oxford, Barrister at Law, author of "Fasti Sacri," "Siege of Jerusalem," etc., with numerous illustrations, finely engraved on wood, maps, plans, etc.

NOVEMBER 24.

Harper & Bros.:—Boons and Blessings.—Chatterton.— Speaking Likenesses.

NOVEMBER 27.

Roberts Bros.: -Supernatural Religion, fifth edition, enlarged by arrangement with the London publishers.

NOVEMBER 30.

James R. Osgood & Co.:—Swinburne's Critical Essays.—Innocent as a Baby.—A Book about the Table.—Safely Married.—Gabriel Denver.—The Masters of Claythorpe.—Physics and Philosophy of the Senses.—Wyncote.—Compromise.—The Life of the Greeks and Romans.—A Popular History of Astronomy.—Toyland.—Only Sea and Sky.—In Secret Places.—The Curate of Shire.—Our Autumn Holiday on French Rivers.

Roberts Bros.:—Recollections and Suggestions of Public Life, 1813-1873, by John Earl Russell, from early sheets, by arrangement with the London publishers.

Book stores and Booksellers.

We print elsewhere a letter which exemplifies very fairly a large class of letters which we receive, and a very general feeling of grievance. Mr. Patton, a veteran in the New-England trade, complains of the rivalry which the variety-stores, keeping a little of every thing, wage with his bookstore, and laments that the public are quite as apt to patronize them as him. Mr Patton, and other sufferers like him, have good reason to lament this state of things, but we do not agree with him in calling the public to task for it.

The difficulty is simply another phase of the demoralization of the trade, and its remedy is to be sought in the present reform. Under the new rules, when they are carried out, the publisher will no longer permit the variety-stores to undersell his larger customers, and the better-stocked store will then prove more attractive to the public, and command its custom. Any other means of keeping bookstores up to what they should be, than by making them what they should be in stock and attractiveness, is likely to prove of little avail. But this subject is a wide one, to which we shall recur after the New Year, when we have more space and our readers more time, to spare.

THOSE of our readers who have suggestions to make respecting the proposed Book Fair, should not forget to put them in shape at the earliest moment of leisure this busy season, and inclose them to any of the members of the Committee, whose names were given in full in our last issue.

WE shall publish in an early number of next year a special bibliography of musical literature, which Mr. John H. Thomas, of Dayton, has been so good as to send us. These lists are of real value to the trade, and we are heartily grateful to those of our friends who send them.

ATTENTION is called to the announcement that, owing to continued ill-health, Mr. Albert Mason has entered into an arrangement with Hurd & Houghton to publish his entire list of books, to whom orders should be addressed hereafter.

MESSRS. R. WORTHINGTON & Co., wholesale booksellers and importers, Boston, have taken the store, 750 Broadway, New-York, where they will in future conduct their business in the United States.

During the holiday season, Messrs. G. P. Putnam's Sons will have open a store at 1148 Broadway, under the Stevens House.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

Bookstores vs. Junk-shops.

WATERBURY, CT., Nov. 24, 1874.

Editor Publishers' Weekly :

Noticing your commendation of and remarks on the communication of "H." in the WEEKLY of the 21st November, I thought I would send you a line of similar import. "H." exclaims, "To what depths of indignity is a bookseller sunk in order to eke out a poor subsistence!" But why should this Hamilton dealer be designated as a bookseller?

Were the truth known, it would be proven that he is not a bona fide bookseller, as I understand the term, but simply a trader, who has no particular taste for books, and cares no more for selling books than he does for the coal-oil he deals in. A bookseller should confine himself to the sale of books and stationery, and their legitimate adjuncts, or abandon that trade, and give his whole time and capital to dealing in coal-oil and similar things: otherwise, he is damaging his neighbor, if he has one, who confines his trade to books and articles of legitimate bookselling consideration.

Not the publishers are to blame for this state of things, but the public, in buying books, station-

ery, and newspapers at a junk-shop.

Now in this town, where I have grown gray in the effort "to eke out a poor subsistence," in selling books, stationery, photograph-albums, and such goods, I am confronted by opponents who deal in the most incongruous articles: children's sleds, sleighs, perambulators, fruit, fishing-rods, toys, cheap picture-frames, dolls, and a multifarious conglomeration of stuff, as foreign as possible from the idea of a bookseller's stock; and with the above-named things they sell newspapers, magazines, school and miscellaneous books, and have the effrontery to designate their establishment as a "bookstore!" Heaven save the mark!

Now when the book-buying portion of the public goes to such places for its books, the dealer in books who avoids pitching in helter-skelter into all sorts of stuff that there is a little "money in" must and does suffer. Can you suggest a remedy for such a state of affairs? These fellows, too, are they who cut down prices and undersell, and we must follow suit in this par-

ticular.

And so long as the consumers of books and magazines, that is, the *readers* thereof, continue to buy their literary food from the purveyors of coal-oil, skates, fishing-tackle, fruits, nuts, etc.,

we must "grin and bear it."

For one I consider the trade degraded when mixed up in this manner, and before I do so mix my share of it I will abandon it in toto, and go bodily into the grocery or some other business.

Yours truly, WM. PATTON.

BOOKS RECEIVED.

We have received, just at the last moment, such a number of books from Geo. Routledge & Sons, that it is impossible to do justice to any of them. We will endeavor in a brief notice, however, to point out a few of the beauties of their many exquisite publications. For first mention, we take "Pictures by Italian Mas-For first ters," containing sixteen engravings beautifully done, all after the most celebrated paintings of the old masters, with an essay also on the subject of the painters and their works represent: ed by William B. Scott, folio, cloth, gilt edges, \$10. "Pictures by William Etty" edges, \$10. "Pictures by William Etty" is a companion volume to the above, and contains the same number of engravings, and is gotten up in the same style, also \$10. "Knight's Shakspere," with three hundred illustrations by Sir John Gilbert, is a gift-book for all time; the grace and boldness of the illustrations, and the typographical excellence of the work, rendering it a most desirable edition. 2 vols. in 1, 8vo, cloth, gilt edges, \$10. Among the juveniles, "Little Wide-Awake," by Mrs. Sale Barker, is the most noticeable publication. The price of it is so low, and it is so very attractively gotten up, that forty thousand copies of it have already been disposed of. It contains four hundred charming illustrations, and is bound very handsomely in cloth, with a colored medallion on the front cover. We consider it one of the cheapest books in the market. Price \$2, or in fancy boards, cloth back, \$1.25. "Goody Two-Shoes' Picture Book" has twentyfour full-page colored illustrations and several familiar nursery stories in large type, 4to, cloth, \$2.50. The same stories are issued separately with same illustrations in highly colored paper covers, each 50 cents. "Happy-Day Stories for the Young" is specially designed for children; all the stories and pictures-and they each number thirty-are on subjects which particularly appeal to the little ones' imagina-tions, 4to, cloth, \$2.50. "The W. H. G. Kingston Library of Sea Stories for Boys and Girls consists of three volumes, namely, "Ronald Morton," "Millicent Courtenay," and "The Cruise of the Frolic." They come done up in tures of two boy heroes in the Island of Madagascar, 12mo, cloth, \$2. "Valentine," by Henry Kingsley, and "With a Stout Heart," by Mrs. Sale Barker, are, like the two previous works, more especially adapted for boys' reading. All four are gaily bound and fully illustrated. The two latter sell for \$1.25 each. "Sunday Evenings at Home," by the Rev. H. C. Adams, is made up of stories from history for Sunday evening reading, illustrated, 16mo, cloth, \$1.25. "Pussy's Picture Book" is a pretty little book, with thirty-six highly colored pictures, brightly bound in cloth, \$1.

RAPHAEL'S MADONNAS, edited by James P. Walker. (Geo. A. Leavitt.) The valuable illustrations of this work, and the interesting reading matter, culled from the works of Poe, Chaucer, Dante, Goethe, Mrs. Jameson, Shelley, Tennyson, and L. E. Landon, which accompanies them, make the volume one of the most attractive gift-books in the market. The illustrations are photographed by Rockwood, and

are very finely done. The get-up of the book is rich in the extreme, no expense having been spared in any one particular. We regret we can not commend the good taste of the binding, which, though showy, scarcely accords with the elegance of the interior of the book. 4to, cloth, \$3; antique morocco, \$12.

NURSERY NOONINGS, by Gail Hamilton. (Harper & Brothers.) These "Noonings" contain a great deal of mature wisdom—which will benefit "grown-folks" more than the juveniles to peruse. From the title and appearance of the book it is difficult at once to give it its exact place in the literature of the day, but after a careful and agreeable examination of it, we should say it is not a juvenile. Its sage sayings and bright witticisms, which strike right at the root of things, and which are thoroughly Gail Hamilton in sharpness and spirit, are specially enlisted in pleading the cause of childhood, and asserting the rights of the little ones. 16mo, cloth, \$1.25,

THE LIFE AND HABITS OF WILD ANIMALS. (Harper & Brothers.) The twenty engravings which appear in this volume, from designs furnished by Mr. Joseph Wolf, are among the finest sketches of animal life we have ever seen. Each picture is a story in itself—and not simply a drawing of a lion or a tiger, or any one other of the kings of the forest; while we have the animal in a most spirited and lifelike position, we have also an idea with the sketch, so that the eye and the imagination are both delighted. The letter-press descriptive of the plates by Daniel Giraud Elliot adds materially to the work's attractiveness. The chaste elegance displayed in paper, print, and binding places the work, together with its own intrinsic merit, among the choicest holiday books out. 4to, cloth, \$4.

EVOLUTION AND PROGRESS, by Rev. William J. Gill. (Authors' Publishing Co.) Considering that the author of this work is a believer in the strictest evangelical articles of faith, the position he takes as a defender and upholder of the theory of evolution is without doubt a novel one. He cites many authorities in the course of his work, but depends mainly in his argument upon the force of his own reasonings and somewhat original opinions. His views are well worthy of consideration, not only on account of their originality, but also for the force and clearness with which they are presented. 12mo, cloth, \$1.50.

LITERARY AND TRADE NEWS.

JAS. R. OSGOOD & Co. will shortly publish "The Circassian Boy," the Russian poem by Lermontoff, which Mr. S. S. Conant, editor of Harper's Weekly, has translated. It is a pathetic story of a boy-slave captured from Circassia, and Mr. Conant has succeeded so well in his translation, that a leading poet compares it to Byron's "Mazeppa," and pays it the highest praise, for a translation, of thinking it could scarcely be other than an original English poem.

BETTER late than never, will be the general verdict on "The Myths of the Rhine," which the Scribners will publish pretty close on to Christmas, and which the trade should order therefore in advance. It is a beautiful book,

uniform in page and style of illustrations with the Taine-Doré "Pyrenees," published by Holt, last year, and its text, giving the interesting traditions which centre on the banks of the Rhine, is as interesting and entertaining as Doré's wonderfully varied illustrations are clever and delightful. It will be in a very rich and stylish binding.

DODD & MEAD will publish immediately a story by the late Norman McLeod, D.D., "The Starling," which is said to be the best of his many and popular books. It is, of course, of a distinctively religious character, and ought to be very popular on this side of the water, as it is on the other.

THE English almanacs and magazine annuals, as also the children's volumes for Christmas, are now ready at the Wilmer & Rogers News Co., and booksellers should not forget them. Their covers are very bright and gay, and their contents attractive.

THE December list of Roberts Bros. is very full, and comprises excellent books. Rev. Geo. L. Chaney's juvenile of "F. Grant & Co." is a capital story of boys' partnerships, teaching many a business lesson most cleverly, and there is a great deal of fresh pleasantness in the "Stories for Children," by the eleven Harvard sophomores, whose "themes" proved the brightest of the class. Miss Rossetti's "Annus Domini," with a prayer for each day in the year, will be a very nice thing for holiday gifts. The book on "Dress Reform" is well written, and discusses at length the new dress for women, invented by a Boston fashionable dressmaker. Week after next, they will have also Dr. Putnam's compilation of liberal sacred poems, "Singers and Songs of the Liberal Faith;" a new poem by Mrs. Helen Hunt; Mr. Hale's Christmas story, "Our New Crusade," which is said to be the best yet; Mrs. P. G. Hamerton's book of stories; etc., etc. Verily a capital list to end the year with!

A NEW edition of the celebrated "Bremen Lectures," improved and enlarged, is nearly ready at Messrs. D. Lothrop & Co.'s, Boston.

MR. Howell's new novel, "A Foregone Conclusion," will be ready immediately at the Osgoods, in a handsome volume, uniform with his previous works. This contains all the delicacy of his Venetian writing, with the charm of his American stories, and will take rank probably as the best of his works.

One of the prettiest of the gifts which every one now is preparing for the holidays, is a portfolio of photographs, to be published by Messrs. Estes & Lauriat, under title of "Leaves from a Summer Sketch-Book." Frederick B. Allen made the drawings, and H. G. Smith the photographs, which have been so admirably prepared as to well-nigh equal the sketches. The views are ten in number, and were sketched, some in West-Campton, N. H., others, in John Brown's Tract, N. Y., and others in Mount Desert, and are all so excellent as to make it a remarkably good collection for popular sale.

Two interesting volumes are in press at Jansen, McClurg & Co.'s, and will be ready for the trade early in the month. These are, a translation from the German of "Memories: a Story of German Love," beautifully gotten up in Christmas dress, and a collection of "Poems of the Farm

and Fireside," by Eugene J. Hall, of the Carlton ballad style, and which have already obtained some note as they appeared in the Western papers.

JAMES R. OSGOOD & Co. have added two holiday books to their list, "Raphael Pictures" and Lienard's "Decoration and Ornamentation," which were reported too late for insertion in our Christmas Supplement. Full descriptions will be found in their advertisement, on second page.

"TEN Years with Spiritualists," is the title of a book by Francis Gerry Fairfield, in press at the Appletons'. It presents, with a good deal of experience among the mediums, a theory of "spiritism," which will attract attention.

THE Athenaum announces the death of Mr. James Gall, of the firm of Gall & Inglis, publishers, at the advanced age of ninety-one. Mr. Gall, apart from his regular business, had much to do with the introduction into Scotland of the art of printing books for the blind.

THE Revue des Deux Mondes is translating Eggleston's "Circuit-Rider."

STATIONERY AND FANCY GOODS.

THE market for stationery and fancy goods shows but little variety since our last report. The sales during November have been all that could be expected, and a feeling of greater confidence prevails. In stationery there is nothing particular to notice. Standard goods meet with ready sale, but at a slight reduction in price. The stock of fancy stationery for the holidays was not large, and it has been for the most part disposed of to the retail dealers, who feel confident that they will have a lively trade. The jobbers report a good demand for all classes of goods from the country trade, but the orders are smaller than last year. The aggregate, however, is about the same. The retailers have purchased sparingly only such quantities as they were sure to dispose of; but this has enabled them in most instances to pay cash, or, where credit has been asked for, no longer a period than thirty days. This has enabled the jobbers to make good their accounts with the manufacturers and importers, and the consequence is a freer circulation of money with all its benefits. This plan of small sales and cash payments has worked so well this season, we would recommend that it be continued.

port has been brisk. During November, a number of buyers came into the city from all sides, not only from the immediate neighbor-hood of New-York, but from the Western States, showing that the revival in trade is general. Early in the past month most of the importers had large stocks on hand, but they have been sold, and now the shelves are empty. The importers state that their Christmas trade has been brisk, but that prices have been somewhat lower. The noticeable feature of this trade is the same as with stationery. The individual sales have been small, but the aggregate is all that was expected. There are no novelties in the market; the usual goods are seen everywhere, and it would almost seem that the ingenuity of the manufacturers was exhausted. Russia leather goods are prevalent, this material having superseded all other styles.

The adjustable paper book-covers introduced by P. F. Van Everen, 150 Nassau street, New-York, are greatly in demand. They are so contrived as to fit any book. They are put up 100 in a box for \$2.00.

A. M. COLLINS, Son & Co., Phila., extensive dealers in visiting and wedding cards, are out with their New-Year's cards for 1875. The samples we have received are extremely neat and varied. The designs on many of them are very happy.

Catalogue Received.

FROM BANGS, MERWIN & Co., New-York. Catalogue of miscellaneous books and sheetmusic, to be sold at auction, Monday and Tuesday, December 7th and 8th, at 4 o'clock.

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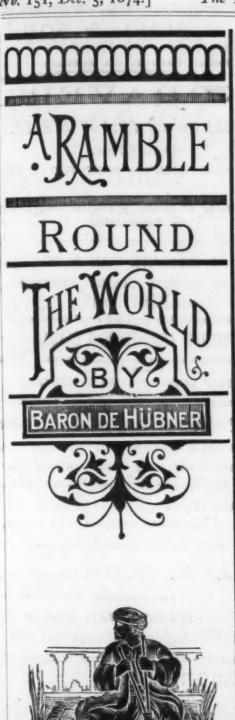
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New-York Evening Post.

"His book is always entertaining, often truthful, often acute: Americans will naturally peruse with zest the amusing pages in which he has embodied his impressions of themselves. . . . No person interested in China and Japan should fail to read 'A Ramble Round the World."

London Morning Post.

"It is difficult to do ample justice to this pleasant narrative of travel.

The translator has admirably preserved the vivid style of the foreign original, especially in the racy, minute manner in which grotesque little details—evincing the keen observer—are rendered into excellent English.

The work does not contain a single dull paragraph." paragraph.

The London Globe.

"There is a great deal of humor, clear observation, pleasant narrative; and Lady Herbert's translation is so smooth and forcible that we almost lose sight of the fact that it is a translation."

The Boston Commonwealth.

"He describes all that he saw in lively and piquant terms, and gives us generally cheerful pictures of the world as he saw it. There is a large portion of the book that is invaluable for information."

New-York Sunday Times.

"It is a literary luxury to read the late ambassador's book of over six hundred pages, and read of our land as an attentive foreigner saw it."

The Church Journal.

"The writer made a tour round the world, visiting all countries of note, except India, and keeping a diary. The result is not only a readable book, but one which it is a delight to peruse. . . . His book is the diary of a man of thought and culture, passing over the most interesting portions of the globe."

The Congregationalist.

"The Baron is a keen observer and an entertaining inarrator. We have read many accounts of the voyage across the Atlantic, but never one so vivid as that with which the book opens."

Philadelphia Inquirer.

"The view of Japan is the most important and most interesting portion of the book, to us Americans at least, who really know disgracefully little of the great country with which we have lately come into fresh and close relations, though the whole is worthy of careful reading. In its thoughtfulness and philosophic spirit, it presents a strong contrast to the common run of books of travel, either by Americans or Europeans."

New-York Observer.

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THE CHEMICAL TECHNOLOGY, by Muspratt, bound. S. Zickel, 19 Dey Street, P.O. Box 5511, New-York City.

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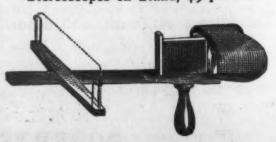
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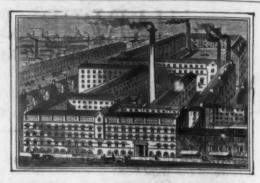
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